Bill, Responding to your Notes 7-7-97

Let's discuss when you have time.

SRM

51862 5831

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FSC-107-B

ROU Brief - 6/25/97

For: AVP/RSM/RBM/ROM/KAM/AM/DM/RM/AE/MC/PC/PRC/SC

CONTENTS:

- DORAL Business Building Kits
- DORAL Box/Box 100/Menthol Box POS
- BPE System Enhancement - "NO PROMOTION" Indicator Established
- SMS General Shipment Module Enhancement
- WINSTON Cup/Drag - Simulator/Showcar Schedule Cancellations

Bill See Attached

➡ *DORAL Business Building Kits*

(Contact: Sharon Reid, #2584)

- DORAL Business Building Kits #506783 available for order.
- Each kit contains DORAL Tower Counter Display, Dry Erase Board & Thermometer.

➡ *DORAL Box/Box 100/Menthol Box POS*

(Contact: Sharon Reid, # 2584)

- DORAL Box segment is growing in the savings category. As a reminder, the following DORAL Box/Menthol Box/Box 100's retail POS items (1/SKU) available on open-order basis:

514235 DOR Box 100 19" Canopy
514223 DOR Box 100 24" PMC
514334 DOR Box 100 DBRC
514220 DOR Box 100 Pack Starburst
514214 DOR Box 100 Small Paster
514232 DOR Box 100 Small PPD Cd
526625 DOR Box 100 19" Canopy Transp.
508202 DOR Box 24" PMC
489812 DOR Box Ctn Starbursts
508220 DOR Box Folded Shelf Strip
508205 DOR Box Large Paster
508214 DOR Box Pricing Wobbler
508211 DOR Box Starburst
508172 DOR Mthl Box 24" PMC
508190 DOR Mthl Box Folded Shelf Strip
508175 DOR Mthl Box Lg Paster
508184 DOR Mthl Box Pricing Wobbler
508181 DOR Mthl Box Starburst

SRS RRS Should others Needed SRM

➡ *BPE System Enhancement - "No Promotion" Indicator Established*

(Contact: Chris Minner, #1642)

- New indicator added to the SIS system that can be updated by ROU or Sales/Retail Rep that indicates "NO PROMOTION" should be planned for a retail account. "NO PROMOTION" indicator should be used by Sales Rep/Account Manager when retail account should not be given a promotion for business reason. New indicator is updated in the same manner as current "PM EXCLUSIVE" and "RJR LOCKOUT" indicators.
- BPE system will be changed in near future to recognize new "NO PROMOTION" indicator. Model generated for each promotion will not calculate a SKU for these accounts. Enhancement will allow each region to identify difference between delivery issues with VAP and accounts that should not receive a SKU for a business reason.
- You will be notified via ROU brief when model will begin recognizing the "NO PROMOTION" indicator. Suggested that the new indicator be updated now in preparation for this change.
- Enhancement Effective: Immediately

Stephen,

Lets discuss!

Bill

How much of an issue is this?

SRM

➡ *SMS General Shipment Module Enhancement*

(Contacts: Kay Adams, #7107, and Jasper Spencer, #6093)

- Orders requested through General Shipment Module of SMS (Function 422) sometimes arrive in partial shipments when it was necessary for complete order to deliver at one time for installation purposes. An enhancement has been added to general shipment module which will allow user to make a decision about when items deliver.
- When user gets to Inventory Exception Screen within the general shipment module, a question will be asked: "Do you want to hold all items until backorders are filled?" Response will be required, Y=Yes or N= No.
- If response is N (NO), at end of ordering process, a statement will appear on screen providing opportunity to reconsider: "Available items will be shipped immediately. Backordered items will be held until filled. Do you want to hold all items until all backorders are filled?" Response of Y=Yes or N=No will be required.
- If the initial response was Y (Yes), there will be no additional prompt for reconsideration.
- System changes effective 7/01/97.

➡ *WINSTON Cup/Drag - Simulator/Showcar Schedule Cancellations*

(Contact: Floyd Cook, #3466)

- Reference FSC-225-A, dated 12/20/96.
- Cup Showcar cancelled 8/2 through remainder of year.
- Cup Simulator cancelled 8/2 through remainder of year.
- Drag Simulator cancelled 7/21 through remainder of year.
- Details on an exciting new program called the "WINSTON Cup Road Show" featuring Simulator and Showcar as components will be mailed to you in early July.

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502 SMS502N1 SALES MATERIALS SYSTEM 07/07/97 13:17
SMS ALLOCATION INQUIRY FN: ___

Area/Reg/Div/Terr*: 16XXXX (Wildcards Allowed) << Found 1 locations >>
Item Number.....: 506783 DORAL DISPLAY KITS

	Location	Actual	Usage	Available	Transfer
1	16 BUFFALO REGION	979	1079	0	100

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Help Retrn Bkwrd Frwrd Main

7-7-97

Bill, The Region has utilized all Kits allocated. I Keep on top of usage Y-T-D and make sure all of our allocation was depleted.

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